Automotive News

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Detroit, July 20, 1981

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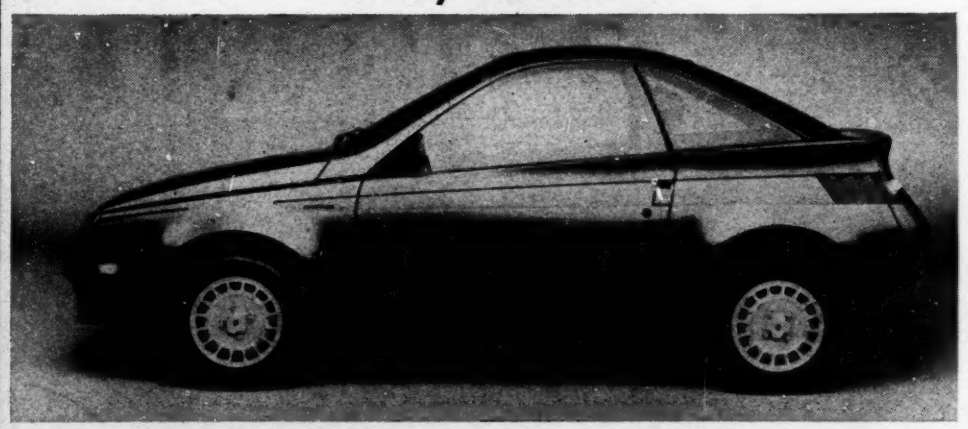
Snazzy silhouette



Computer concept from Ford

Designers at Ford's Ghia studios in Italy have rendered the Shuttler, a graceful, wedge-shaped two-seater, as the aerodynamic answer to the box when gasoline hits $4 a gallon. Ford studio photos showed a front nameplate of "Optim" on the Shuttler. "Optim" is the code name for the minicar Ford plans to produce domestically starting in late 1986. The Shuttler/Optim is 129 inches long and built on a 77-inch wheelbase. More on Ford's futuristic fleet on Page 3.

Import-car stock on lean side with a 51-day supply

By Richard A. Wright
Assistant Managing Editor

While domestic new-car inventories were climbing to record heights, combined dealer and wholesale stockpiles of imported cars continued to be on the lean side.

The inventory of new imported cars in dealer stocks and in importer and distributor hands July 1 totaled 441,000 units, a 51-day supply at current sales rate.

This compares with a domestic inventory July 1 of 1,664,871 new cars, a hefty 83½-day supply.

The July 1 import inventory was up slightly from the month-earlier total of 432,500, which was a 48-day supply.

Generally, the importers like to carry a somewhat heavier stockpile than domestic makers do, because of the time lag that many experience in moving their cars from the ports through the distribution pipeline.

Most importers feel a 60-day supply is optimum, so the inventory has been somewhat lean through most of this year. Among domestic makers, a 40-to-50-day supply is generally considered optimum.

Most of the gain during June in import inventories was the result of the Japanese lines trying to beef up very short supplies. On July 1, several leading Japanese nameplates had inventories lean enough to affect sales.

Toyota had a very short 24½-day supply and Honda was not much better off with a 26-day stockpile.

Mazda had a 37-day supply of new cars, while Subaru had a 48-day stock on July 1. Nissan was in stronger shape with a 54-day supply.

Isuzu had a 90-day supply July 1, but since that importer is just getting under way in the U. S., a larger proportion of its cars are still filling up the pipeline, rather than sitting on dealer lots.

The Chrysler-captive Mitsubishi lines were in 115-day supply, heavier in the Champ/Colt hatchback nameplates than in the higher-line Challenger and Sapporo.

The Japanese-line inventory, which includes pickup trucks in the Datsun, Toyota, Isuzu, Mazda and Mitsubishi figures, totaled 300,200, which was 68 percent of the July 1 stock. It was

Continued on Page 60, Col. 5

Petersen and Agee open Automotive News seminar

World Congress gets under way

DEARBORN. — Nearly 300 auto-related companies from four continents were represented at the opening session of the sixth annual Automotive News World Congress here.

Ford Motor Co. President Donald E. Petersen delivered the keynote address. He was followed by William M. Agee, chairman of Bendix Corp., who reviewed the role of the industry's supplier firms.

For the 3½ days of the high-intensity sessions, nearly 500 registrants will listen to, ask questions of and rub elbows with the 34 faculty members who are the industry's regulators, suppliers, financiers, analysts, designers, managers, innovators, movers and shakers.

"We expect the 1981 Automotive News World Congress to be the same sort of unique forum for the exchange of ideas and information among persons in the industry, as it has been ever since its launching in 1976," said Keith E. Crain, publisher and editorial director of Automotive News.

"We feel the industry needs, more than ever before, such a seminar — a place where decision-makers, advisors and leaders can share in-depth examination of the global industry," Crain said.

• From Elizabeth, N. J., to Elizabeth, South Australia, the World Congress rolls list registrants from Mexico, Canada, Puerto Rico, Sweden, England, Ireland, France, Germany, Italy, Australia, South Africa and New Zealand.

Thirty-four states and the District of Columbia are represented.

The 1981 World Congress offers more visual presentations than last year's, with about a third of the faculty scheduled to use audio-visual or multi-media aids.

"We are happy to welcome those who have joined us for the first time as well as the repeat participants," Crain said.

The Sixth Annual Automotive News World Congress closes Wednesday afternoon.

Components to be shared with Civic

Honda grooms new commuter car

By Bob Hall
Los Angeles Staff Writer

TOKYO.—Sometime this fall, Honda will introduce a new front-wheel-drive, 1,000-cc commuter car for the Japanese market.

The little 3-door hatchback is a reversal of present Honda design philosophy, which has been to introduce cars that are either larger than the model they replace (the '80 Civic for instance), or a step upmarket for owners of earlier Honda cars (as in the case of the Accord, which was viewed as a logical step up for Civic users).

It has been suggested that this corporate policy has severely limited Honda's marketing potential in the Japanese market, but it certainly hasn't had an adverse effect on sales of the maker's product in export (notably the United States) markets.

This 1,000-cc commuter is a sort of "retrenching" in an area similar to that which was the domain of the original 1,200-cc Civic.

The car is, at least from the standpoint of design, a new concept for Honda, which has forsaken the "two-box" configuration so familiar to many of the maker's previous economy models (the N-series 360 and 600-cc sedans, the Z-coupes, the short-lived "Life" models, both generations of Civic and the 3-door Accord) for what might best be described as a 1.5-box package.

The hood on the commuter (Honda is doing a good job of keeping the name a secret) is extremely short — perhaps no more than 20-24 inches long—and steeply raked to provide reasonably good aerodynamics. The car is, for something in this size category, very tall and wide. The width is said to come from the fact that very early in the development program, the car was to be built off a shortened Civic floorpan, picking up all of the Civic's suspension and transmission components.

Rumors filtering out of Hon-

Continued on Page 57, Col. 1

Small but tall

Ken White

Downsizing, Japanese version

This front-wheel-drive hatchback, its name still secret, is being prepared by Honda for introduction in the Japanese market as a low-priced commuter car. The basic model reportedly will be priced in the $2,625-$2,850 range in the home market.

breaking news

Nissan for Datsun begins this fall

CARSON, Calif.—Nissan Motor Corp. in U.S.A. confirmed last week that it will begin the name change from Datsun to Nissan in the U. S. on '82 models this fall (Automotive News, June 29). The process will take 2½ years.

Chrysler designers get raise

DETROIT. — Chrysler Corp. has given a small group of UAW-represented new-product designers a 12-percent raise in order to keep key people from taking more lucrative jobs

See BREAKING NEWS, Page 8, Col. 1

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Ford unveils ideas for next decade: Not a box in sight

Kathleen Hamilton
News Editor

DEARBORN. — If Ford Motor Co.'s vision for the next decade proves correct, the two-box hatchback gig is up.

Company brass last week unveiled for reporters and photographers five concept cars smaller than the Escort, each seating from two to eight persons. There wasn't a Fiesta look-alike in the lot.

The lines are smooth; the silhouettes are fast-looking, and the engines which could power them are exotic variations on the internal combustion, reciprocating engines of today.

Although Ford has no plans to produce any of the five, which were produced in Turin, Italy, it expects to incorporate some of their lines in its cars of the late 1980s and early 1990s. They are designed for the time when gasoline hits $4 a gallon.

Downsizing and styling changes are progressing so rapidly that the clinics with which auto makers test consumer reactions to cars that are five years down the road are ineffective, Donald F. Kopka, vice president of design, told the group.

The fleet of five is being displayed in auto shows to prepare the public for tomorrow's designs, he said. Ford President Donald E. Petersen pointed to the fleet as proof that, despite troubled times in the industry, Ford is committed to long-term R&D.

• The vehicle closest to possible production is the Aerovan, five inches shorter than the Escort, and built on the Escort platform, but seating seven or eight passengers depending on seating configuration.

Such vans could come on-stream in the mid-80s, if demand is deemed sufficient, Petersen said. Ford is fairly certain van users are willing to downsize, but it is uncertain whether station wagon buyers will be willing to shift to a taller configuration.

The least likely to see the production line in the near future is the Cockpit, shaped like a fighter plane's cockpit, carrying two passengers in tandem, weighing in at 770 pounds and plying city streets on three wheels.

It is designed for a 12-HP, 200-cc engine, which drives the single rear wheel. Kopka described the Cockpit as a probe of the outer limits of fuel-efficient vehicles.

Ford also displayed its Super Gnat, a two-passenger, 134-inch-long vehicle developed by Ford four years ago. Aerodynamically carved mirror, flush-mounted glass and an air dam under the nose are fitted to the Super Gnat. Its 77-inch wheelbase is 6 inches less than the smallest-wheelbase car sold today in the U. S., the Triumph Spitfire.

• A variation on the Gnat theme is the Shuttler, another two seater, four inches shorter and with even smoother lines.

Interestingly, a studio shot provided by Ford showed the Shuttler with "Optim" on the front nameplate. That's the code name for the 4-cylinder minicar Ford is planning to build in the U. S. starting in late-1986.

Ford measures its drag coefficient at 0.335, the same as the Mercury LN7 carries.

The Pockar — so named because the bottoms of door panels open like pockets for luggage space — is a sloping box which, like all of Ford's futuristic fleet, features an oversized greenhouse for improved visibility.

The 129-inch Pockar can carry four passengers. Among its most distinguishing features are large wraparound bumpers and an aerodynamic rear-view mirror flared right into the body work.

Thomas J. Feaheny, vice president of vehicle research, Engineering and Research Staff, forecast Ford would be phasing out its automobile V-8s by the mid-1980s, but said the three-cylinder engines sketched for the audience would not necessarily phase in because of their high costs.

The three-cylinder gasoline and diesel research engines are based on the Escort/Lynx CVH 1.6-liter hemi engine, and much of the tooling is already in place should production proceed.

To reduce vibration, they have counter-rotating balance shafts; to increase fuel efficiency, a leaner 18:1 air-fuel mix for combustion, a higher compression ratio facilitated by intake-port fuel injectors. A fuel-shutoff system is also incorporated. Ceramic exhaust-port liners and graphite-reinforced fiber piston wrist pins may also be incorporated, Feaheny said.

Ford is forecasting 50 MPG for the gasoline version and 63 MPG for the diesel in the EPA metro cycle when fitted in a car weighing about 1,500 pounds.

Subaru unit buys land

CHICAGO. — Subaru Mid-America, a distributor of the Japanese car, has purchased 150,000 square feet of vacant industrial ground in the Mitchell Field Industrial Park, Addison, Ill.

Ford's futuristic fleet

Ford executives show off design experiments which could find their way into the shapes of cars of the late 1980s and early 1990s, or when gasoline breaks $4 a gallon. From left, Vehicle Research Vice President Thomas J. Feaheny, President Donald E. Petersen and Design Vice President Donald F. Kopka with the Cockpit, a three-wheeled two-seater; Shuttler, a FWD two-seater; Aerovan, an eight-seater that's smaller than the Escort; Pockar, a four-seater with door "pockets" instead of a trunk, and Super Gnat, a FWD two-seater that has been on the show circuit several years.

Honda planning parts output from second U.S. plant

MARYSVILLE, O. — Honda Motor Co. and two Japanese partners reportedly plan to build a parts factory adjacent to the Honda assembly plant being built here.

Honda also expects to get that assembly plant into full production more quickly than had been expected.

In addition, the assembly plant's capacity has been raised by 20 percent to 144,000 cars a year from 120,000.

Production will begin before the close of 1982 and full production rates will be reached in May, 1984, instead of November, 1984, as originally expected, Honda of America Mfg., Inc., said.

The parts facility will produce mufflers and seats and start up when car assembly starts, according to reports published in Japan.

Reports also said Honda tried but failed to induce American companies to become its partner in parts production.

High fuel prices called key to their success

Scramble begins for minicar market

By Kathleen Hamilton
News Editor

DEARBORN.—If Ford's sleek show-car fleet of idea cars for the late '80s and early '90s is to see the light of day, fuel prices are going to have to rise significantly to make the minicar a high-demand number, Ford President Donald E. Petersen said.

Ford is forecasting that the market for cars smaller than today's Honda Civic or German-built Ford Fiesta will grow faster than growth in the total U. S. market, but Petersen won't be pinned down to specific numbers.

Industry analysts say the market is already here, just waiting for a supplier.

General Motors, Nissan, Toyota, Toyo Kogyo and Honda are all working on minicar projects. The first mini for the U. S. may be the GM S-car, not expected before 1985.

The first GM S-car, built in Spain, is to debut in Europe as an Opel in the fall of '82.

Ford is expected to bring in a minicar in mid-1984 from Toyo Kogyo, in which Ford holds a 25-percent equity stake.

Petersen said the successor to the Fiesta is the likely candidate as Ford's first minicar. The Fiesta is due for major overhauling — read "downsizing" — "in the late 1980s" after an '84 overhaul.

• Insiders say Ford is working on a four-cylinder domestic minicar, codenamed Optim, for introduction in late 1986.

Strangely enough, one of the studio shots provided by Ford of the research vehicle it calls the Shuttler was tagged "Optim" on the front license plate.

The Shuttler/Optim on the auto-show circuit is a two-seater that is 129 inches long and has a 77-inch wheelbase.

If the graceful little Shuttler/Optim is indeed in line for production, it won't be in the same league as the econoboxes that are already built abroad and are most likely to comprise the first wave of minis in the U. S.

Marketing research by the Los Angeles-based firm of J. D. Power & Associates found there is already demand for a minicar in the U. S., just no supplier.

The research firm found nearly a quarter of respondents it polled by telephone were considering a mini for their next purchase. Of those, only a quarter wanted a two-seater. Fully one-half of the potential customers were looking for a four-seat, four-door model.

• At J. D. Power marketing clinics in Los Angeles and Cleveland, drivers of all ages gave high marks in static and on-road tests to three minicars, the Volkswagen Polo, Austin Metro and Daihatsu Charade. The three range from 130 to 140 inches in length and have engine displacements of 900 to 1,000 cc.

(For comparison, the Honda Civic hatchback measures in at 148 inches and its smallest engine in the U. S. displaces 1,300 cc.)

An even smaller model, the Suzuki Alto, fitted with an 800-cc engine, got good marks as

Continued on Page 57, Col. 1

L-M contest for cars; Datsun pays on trucks

By Joseph Bohn
Marketing Editor

Lincoln-Mercury's version of the Ford Division incentive program (AUTOMOTIVE NEWS, June 13) gives dealers a bit more flexibility in their choice of which car lines to base payments on.

Meanwhile, Datsun launched a new incentive called "4x4 and More," covering four-wheel-drive pickups and sport package trucks.

The Lincoln-Mercury incentive is almost identical to Fords, except for cars.

The L-M contest runs from July 10 to Sept. 13, with payments of $150, $300 and $500 for hitting, respectively, 30 to 59.9 percent, 60 to 89.9 percent and 90 percent or more of a three-car-line objective.

There is also, as with the Ford program, a July 10-Aug. 9 fast-start provision which, if attained, ups payments to $200, $350 and $600, for each category, nonretroactively.

However, in the L-M program, payments are based on Cougar and XR-7 with dealers having a choice of either Zephyr or Marquis as their third car line.

If they choose Marquis, they receive a higher sales quota to shoot for than with Zephyr which, reportedly, is the more difficult of the two lines to move at L-M these days.

The Datsun incentive runs from July 11 to Sept. 30 and offers cash to both dealers and sales managers.

Dealers receive $100 for reaching 0 to 50 percent of their 4x4/sport truck objective, $200 for 51 to 100 percent and $400 for 101 percent and over.

Additionally, there is a separate total truck objective which, if attained, pays dealers an extra $100 for 4x4 and sport vehicles. Thus, they receive $200, $300 and $500, respectively, in each category. Payments are nonretroactive.

Datsun has also provided a 10 percent override for sales managers. They receive 10 percent of whatever the dealer earns as extra incentive from the factory.

Datsun also has an interesting Los Angeles / Orange County matching funds incentive, running from July 11 to Aug. 10.

It is based on the 210, 310 and 4-wheel-drive truck. For every unit sold, a dealer puts in $30 toward the program and the company puts in $30.

Each time a salesman sells a car or truck, he receives a pull on a pullboard, giving him a chance to win cash prizes ranging from $20 to $3,000.

Two $3,000 cash awards are being given along with a number of other cash awards down to the lowest $20 level.

index

Advertising news	22
Auction reports	48
Classified advertising	50
Editorial page	16
Obituaries	57
Personnel	40
Production by makes	62
Registrations, car, truck	10, 21, 24, 36
Truck highlights	10

56th year — No. 4872

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GM hits rock-bottom for '81

Car sales wither to 20-year low

By Jenny L. King
Staff Writer

Early July domestic new-car sales fell to their lowest level in 20 years, with General Motors reporting its smallest 10-day total so far this year and Ford Motor Co. its second worst of 1981.

July 1-10 sales totaled 128,417, down 17.60 percent from the year-ago 155,852, and down 26.06 percent from the preceding period's 173,684 (June 21-30). It was the poorest early-July showing since 1961 when new-car sales reached only 99,592 units.

GM reported sales of 76,296 passenger cars, down 13.75 percent from 88,462 a year earlier and its lowest total to date in 1981. Ford sales numbered 30,182, down 34.22 percent from 45,884. The only period this year in which Ford sold fewer cars was Jan. 1-10 when its total was 24,930.

Chrysler Corp. was the single major U. S. auto maker to enjoy a sales increase. Chrysler sales climbed 13.63 percent, to 16,435 from 14,463 a year ago. Volkswagen of America sold 3,104 U. S. Rabbits, down 17.07 percent from 3,743, and American Motors' estimated passenger-car sales stood at 2,400, down 27.27 percent from 3,300.

GM increased its share of the market to 59.41 percent from 56.76 percent last year. Ford's share fell to 23.50 percent from 29.44 percent. Chrysler sales accounted for 12.80 percent of the market, up from 9.28 percent. VWoA cornered 2.42 percent, up from 2.40, and AMC's estimated share was 1.87 percent, down from 2.12 percent.

Plymouth and Dodge were the only makes with improved sales in early July. Plymouth was up 40.74 percent, to 7,942 from 5,643 last year, and Dodge pushed ahead 11.23 percent to 6,675 from 6,001.

Lincoln sales plunged 45.43 percent, Ford was down 40.51 percent, Chrysler was down 38.03 percent and AMC was down 27.27 percent.

Buick sales dropped 22.15 percent, Cadillac was down 22.09 percent, Pontiac was down 20.77 percent, VWoA was down 17.07 percent, Chevrolet was down 11.06 percent, Mercury was down 8.04 percent and Oldsmobile was down 4.09 percent.

Chevrolet Citation was the best-selling nameplate in early July with sales of 7,155 units. Second was Chevrolet Chevette at 6,428, followed by Ford Escort, 5,687, Oldsmobile Cutlass Supreme, 5,530, and Chevrolet Malibu, 5,209.

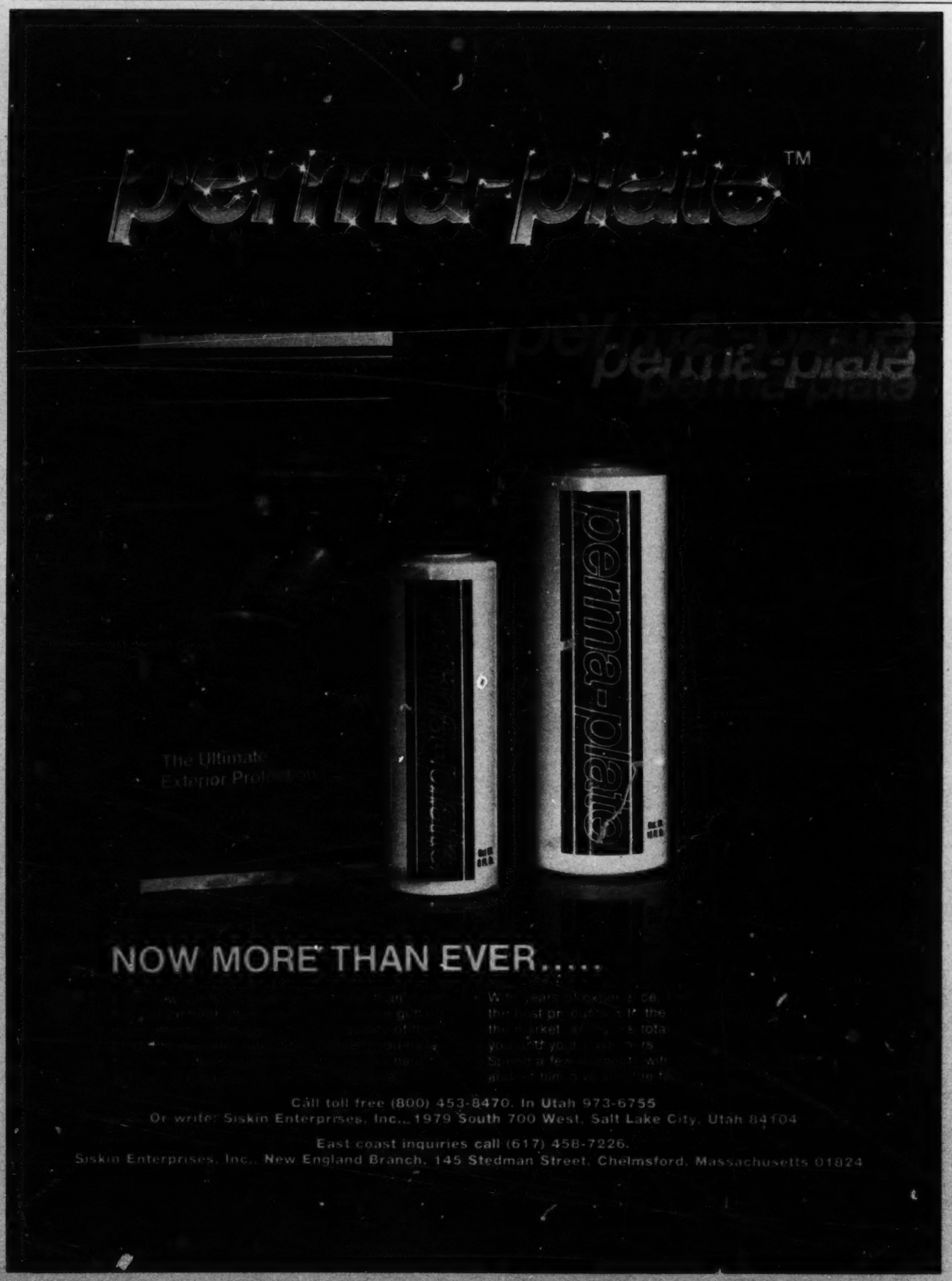
There were eight selling days in the period this year and last. The daily selling rate averaged 16,052, down 17.60 percent from 19,482. It was the second lowest daily selling rate thus far in 1981, following 16,005 back in early January.

Year-to-date sales totaled 3,436,849, down 3.33 percent from 3,555,245.

DOMESTIC SALES

	July 1-10, 1981	July 1-10, 1980
AMERICAN MTRS.	2,400†	3,300†
Chrysler	1,747	2,819
Imperial	71	...
Plymouth	7,942	5,643
Dodge	6,675	6,001
CHRYSLER CORP.	16,435	14,463
Ford	20,715	34,820
Mercury	8,434	9,171
Lincoln	1,033	1,893
FORD MOTOR	30,182	45,884
Buick	11,761	15,108
Cadillac	3,928	5,042
Chevrolet	31,654	35,590
Oldsmobile	17,407	18,150
Pontiac	11,546	14,572
GENERAL MTRS.	76,296	88,462
VOLKSWAGEN	3,104	3,743
INDUSTRY TOTAL	128,417	155,852

† Estimate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Low import quota set for Subaru excludes 4WDs

PENNSAUKEN, N. J.—When Japan's Ministry of International Trade and Industry announced its quotas on car shipments to the U. S., a startling figure appeared for Subaru of America.

The company would have a quota of 66,000 units, or a cut of over 50 percent from its current sales in the U. S. market.

But, according to Alan Ross, vice president of corporate communications for the company, the figures were erroneous. That total, he said, did not include the four-wheel-drive vehicles sold in the U. S. These, according to Ross, amount to nearly 50 percent of the company's sales.

Ross said the company is monitoring the situation on a daily basis, but still doesn't have firm data on the exact number of vehicles it will be able to import under the quota system.

Right now, he said, there is still some confusion. But he was emphatic on the point that the initial estimated quotas did not reflect the four-wheel-drive vehicles. Those include station wagons, hatchbacks and the BRAT.

During 1980, SoA sold 142,968 vehicles in the U. S. For the first half of this year, ended June 30, the company sold 77,769, up 9.8 percent from 1980.

From VWs to computers

JOHNSTON, R. I. — The State of Rhode Island has purchased a former Volkswagen showroom for $500,000 from Vorelco Inc., Engelwood Cliffs, N. J., the real estate holding company for Volkswagen of America. The state will move its computer processing center to the property.

truck industry news

Spicer's first shipment of new transmission

On hand for the first shipment of new SST-2 seven-speed units from the Spicer Transmission Division's Toledo plant were, from left, Rudy Eskra, division vice president/general manager; Charles Jones, engineering vice president, and Paul Motyl, plant manager.

Spicer readying parts for the 'world truck'

By Jack Walsh
Truck Editor

TOLEDO.—Dana Corp.'s Spicer Transmission Division is moving into new markets, improving its share of the heavy-duty business and is readying products with broad potential in the expanding world truck market.

Russ Halstead, the division's general sales manager, made these observations during the recent introduction here of Spicer's new SST-2 line of transmissions.

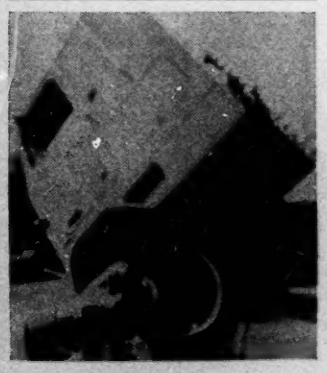
Noting that Dana is anticipating a slight increase in domestic truck sales in the second half, he said the company is looking beyond these shores, developing components for the "world truck" which is expected to become a reality in the '80s.

"Three of our transmissions—the CM50, the seven-speed and the 10-speed—already are recognized as worldwide transmissions, regularly in use throughout Mexico, Europe, the Middle East, South America and Australia," Halstead said.

"In addition, we are designing and building prototypes for an even broader range of weight classifications — transmissions that will put us on the leading edge as prime suppliers to the world market."

Halstead said Spicer, in line with a shift in corporate strategies announced earlier this year,

Continued on Page 15, Col. 1



Exit weak link

With a dual engine seal using filled "Teflon" TFE fluorcarbon resin, the seal no longer is the weak link on the front and rear of crankshafts and accessory drive shafts, according to duPont Co. Diesel trucks can log over 200,000 miles before a replacement is needed, the firm said.

Rebates offered by Freightliner on trucks in stock

PORTLAND, Ore. — Freightliner Corp. is offering $3,000 cash rebates on all 1981 model Freightliner trucks currently in stock.

The program, scheduled to run through Sept. 30, is available through participating Freightliner truck dealers, with rebates paid directly to purchasers by Freightliner, a spokesman said.

Trucks qualifying for the rebate program, he explained, can be selected from participating dealers' own stock or from nationwide inventory made available to all dealers through Freightliner's computerized reporting system.

Along with the rebate, he added, Freightliner buyers also may qualify for a unique finance program, offered through Freightliner Credit Corp., which gives new-truck buyers the option to refinance at any one time during the first two years following purchase of the new vehicle.

Sixty-month payment terms, adding another year to the standard 48-month maximum, also are available to qualifying customers, he said.

But second-quarter total top '80 by 17 units

First-half truck sales drop 11 pct.

In spite of a relatively strong second quarter, retail sales of new trucks of all types in the U. S. in the first six months of 1981 fell almost 11 percent below the total for the same period a year ago.

Franchised dealers and factory outlets retailed 1,198,839 units in the first half, according to preliminary reports, a decline of 10.5 percent from the year-earlier 1,339,200.

In the April-June quarter, sales were 17 units higher than a year ago, with June the only one of the three months to show a decline from the 1980 totals. During the quarter, 630,183 vehicles were retailed, compared with 630,166 in 1980.

The June total of 219,584 units was down 4.7 percent from last year's 230,439, with declines in all market segments except the compact pickup trucks. Sales of these vehicles were 9.5 percent higher than the previous year, from 38,675 units to 42,347.

Light-truck sales in the January-June period totaled 1,079,022 units, a decline of 10.3 percent from the year-earlier 1,202,675. The compact-truck count was down 6.4 percent, from 269,732 units to 252,368.

The non-captive Japanese-built compact pickups — Toyota, Datsun, Mazda and Isuzu—did much better in the first six months than did the captives—Chevrolet LUV, Ford Courier, Dodge Ram 50 and the Plymouth Arrow.

Sales of the non-captives through June totaled 139,249 units, an increase of 2.4 percent over the year-ago 136,015. The captives were down 21.1 percent, from 120,628 in 1980 to 95,223.

Medium-truck sales in the first half dropped 13.7 percent from a year ago, from 46,843 units to 40,436. Heavies were off 11.5 percent to 79,381 units, compared with 89,682 in 1980.

The number of unsold new

Continued on Page 14, Col. 1

Big Three June, year-to-date truck sales

	June 1981	June 1980	Year to date 1981	Year to date 1980
Ford				
Vans	11,131	7,965	53,553	55,873
Club Wagon	2,350	2,179	13,434	13,660
Courier	5,435	5,544	34,654	40,077
Bronco	3,066	5,342	17,181	20,945
Conventional Pickups	50,281	45,813	237,855	252,121
Mediums	3,673	5,267	20,777	28,482
Heavies	822	1,164	4,471	7,821
Chevrolet				
Vans	8,410	7,151	45,864	50,339
Sportvan	1,320	1,342	7,538	9,793
LUV	4,128	5,979	39,404	47,721
El Camino	3,116	3,019	17,969	21,407
Blazer	1,952	4,148	11,268	16,578
Suburban	2,075	2,377	11,272	12,366
Conventional Pickups	39,312	49,713	221,255	246,888
Mediums	1,597	2,450	11,908	16,057
Heavies	4	160	56	1,276
Chrysler				
Vans	4,864	5,522	25,097	37,153
Voyager	434	610	2,689	3,727
Ram Wagon	2,107	2,475	10,661	12,270
Arrow	638	1,355	5,319	10,451
Ram-50	2,127	3,269	15,846	22,388
Trail Duster	85	217	946	2,094
Ramcharger	335	502	2,789	4,593
Conventional Pickups	7,051	6,609	37,957	43,955
GMC				
Vans	2,545	1,604	12,099	12,490
Caballero	427	377	2,454	2,303
Jimmy	436	835	2,451	3,292
Suburban	374	500	2,439	2,458
Conventional Pickups	10,239	11,740	54,792	56,222
P models	354	317	1,907	2,161
Mediums	1,656	1,565	10,751	13,440
Heavies	1,004	1,573	6,935	10,595

To build 11 combat prototypes

AM General gets Army contract

DETROIT. — AM General Corp., a wholly owned subsidiary of American Motors, has been awarded a contract from the U. S. Army Tank-Automotive Command to deliver 11 prototypes of a newly designed 1¼-ton tactical wheeled vehicle.

The new vehicle is designed to meet the military requirement for a family of versatile cross-country vehicles capable of performing various combat and combat-support roles.

One version is an anti-tank missile carrier. Other versions would serve as an ambulance and in a reconnaissance, fire support, communications and command role.

Prototype designed for military

This is one of 11 prototypes of a newly designed 1¼-ton tactical wheeled vehicle which AM General Corp., an American Motors subsidiary, will build for the U. S. Army Tank-Automotive Command. The Army plans to replace certain existing vehicles which are less mobile.

The Army's plan is to selectively replace certain existing vehicles in the ¼-to-1¼-ton range which are less mobile.

The prototypes will be delivered to the Army by early 1982, according to AM General, and will undergo extensive testing and evaluation in competition with the vehicles of two other manufacturers who received similar prototype contracts.

Upon completion of the test program and following evaluation of production cost proposals in late 1982, the Army will select one of the three competing entries for the initial production contract, the firm said.

George W. Scharbach, AM General's engineering and product development vice president, said the vehicle was designed to exceed the expectations of the user.

"Our engineers started with a clean sheet of paper and designed an all-new vehicle from the ground up," Scharbach said. "Unique solutions were developed to meet the demanding specifications for ground clearance, low silhouette, forward visibility and vehicle weight, coupled with superior mobility, durability, reliability and maintainability."

Scharbach added that maximum utilization was made of proven commercial components to reduce production costs.

But second-quarter total tops '80 by 17 units

First-half truck sales drop 11 pct.

Continued from Page 10

trucks in retailers' hands at the end of June was down 8.6 percent from a year ago, with declines in all three market segments.

On July 1, there were 583,112 units in inventory, compared with 637,727 at the same time last year.

Light trucks in stock totaled 515,189 units, off 5.9 percent from last year's 547,215. Mediums were down 22.8 percent, from 32,663 units in 1980 to 25,228, while the heavies were at 42,695 units, a decline of 26.2 percent from last year's 57,850.

• The Motor Vehicle Manufacturers Assn. said preliminary figures showed that domestic retail outlets sold 1,059,590 new trucks in the first half, a decline of 11.9 percent from the 1,203,185 retailed in the like period a year ago.

The June total was estimated at 192,157 units, down 8.7 percent from the 210,417 vehicles sold in the same month in 1980.

Six-month sales by Big Three truck retailers were off 12.7 percent from last year, 943,541 versus 1,080,996. The June total of 173,348 units was down 8.1 percent from the year-earlier 188,683.

At the half-way point in the calendar year, Ford was No. 1 in retail sales with a lead of slightly more than 15,000 units over runnerup Chevrolet.

In the January-June period, Ford dealers retailed 381,875 units, compared with 366,534 by Chevrolet outlets. At the same time a year ago, Chevrolet was the leader with 422,425 units, versus 418,979 for Ford.

June was a much bigger month for Ford than Chevrolet. Ford had 76,758 sales, including 5,435 Courier pickups, an increase of 4.8 percent over last year's 73,274 units. The year-ago total included 5,544 Courier sales.

The six-month total of 381,875 units, including 34,654 Couriers, was down 8.9 percent from the previous year's 418,979, which included 40,077 Couriers.

Chevrolet dealers sold 61,914 units during the month, a drop of 18.9 percent from last year's 76,339. The LUV count was 4,128, versus 5,979 in 1980.

Through June, the Chevrolet total of 366,534 units, including 39,404 LUV pickups, was down 13.2 percent from last year's 422,425 units. The LUV count for the first half of 1980 was 47,712 units.

Dodge and Chrysler-Plymouth dealers retailed 17,641 vehicles in June, a decline of 14.2 percent from the year-ago 20,559. The six-month total of 101,304 units was off 25.9 percent from the year-earlier 136,631.

During the month, dealers sold 2,127 Dodge Ram 50 and 638 Plymouth Arrow compact pickups, compared with 3,269 and 1,355 in the same month a year ago. The six-month counts were down, too, 15,846 versus 22,388 for the Ram 50 and 5,319 versus 10,451 for the Arrow.

GMC said its dealers retailed 17,035 trucks during the month, a decline of 17.1 percent from the year-ago 18,511. The first-half total of 93,828 units was off 8.9 percent from the 102,961 units sold in the like period in 1980.

American Motors reported that 6,304 Jeep four-wheel-drive vehicles were retailed in June, down 9 percent from the year-ago 6,894. Six-month sales were off 28 percent, from 41,562 in 1980 to 30,852.

Mercedes-Benz outlets sold 290 mid-range diesel models during the month, a decline of 14.7 percent from last year's 340. Through June, the total was 1,831, off 3 percent from the year-earlier 1,887.

• All independent compact-truck importers reported sales improvements in June over a year ago, and two of the four posted six-month totals higher than last year.

Datsun dealers retailed a record 10,783 units during the month, an increase of 25.3 percent over the year-ago 8,606. The six-month total of 61,287 sales was 3.4 percent higher than last year's 59,275.

Toyota's June sales were up 26.7 percent over the same month last year, 13,500 versus 10,657. Through June, however, the total was down 6.5 percent, from 72,102 in the first half of 1980 to 67,447.

In June, Mazda sales were more than double the year-ago total and the six-month count was almost double. Dealers retailed 2,021 units during the month, up 166 percent over last year's 759. The first-half total of 8,139 units was 75.5 percent higher than the year-earlier 4,638.

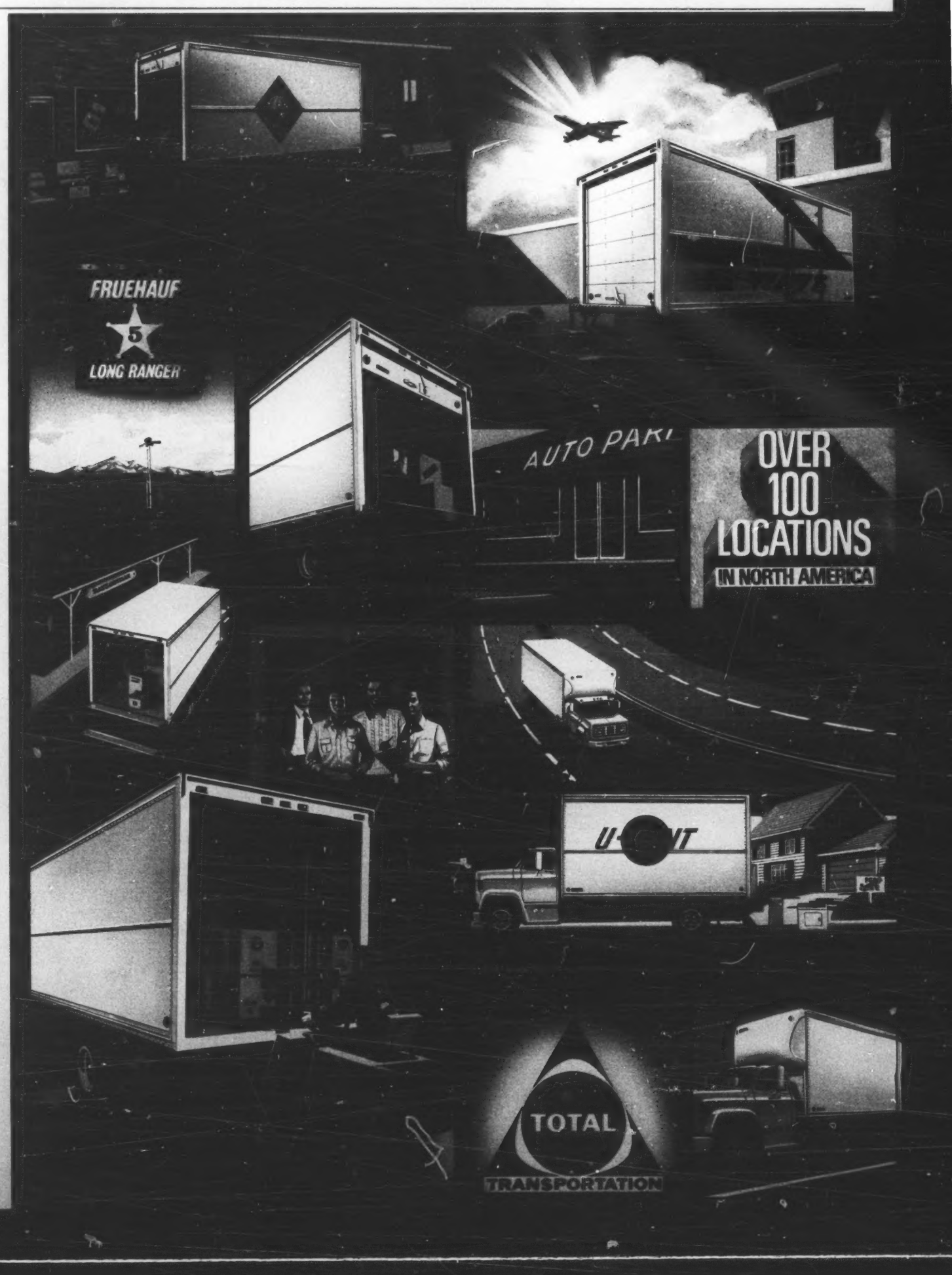
Isuzu outlets sold 1,123 compact pickups in June, bringing their two-month total to 2,376 units.

Arizona program seeks to reduce gas consumption

PHOENIX. — DECAT, which standa for Driver Energy Conservation Awareness Training, has been tailored to the needs of Arizona's residents and businesses and is being sponsored by the Arizona Energy Office (AEO).

The program promises to save participants 10-30 percent of their gasoline consumption and will first train groups of instructors around Arizona who will then spread the ideas to other persons.

AEO hopes to teach large numbers of Arizonans in its first year. In the future, DECAT workshops will be offered to trucking industry representatives, bus operators and the public.



Lowest for month, since 1975

New-car registrations dip in April to 751,845

By Jenny L. King
Staff Writer

U.S. new-car registrations in April fell below their year-ago level and were lowest for the month since 1975, according to figures compiled by R. L. Polk & Co.

New-car registrations in April totaled 751,845, down 4.42 percent from 786,640 a year-earlier and lowest since 581,304 recorded back in 1975.

April registrations were down 11.44 percent from the 848,967 tallied in March of this year.

Import registrations crept ahead of their April, 1980, levels, to 228,024 from 222,394. Imports accounted for 30.33 percent of the April, 1981, registration total, highest share so far for this calendar year.

Domestic registrations in April totaled 523,821, down 7.16 percent from 564,246 a year ago and down 15.95 percent from 623,234 the preceding month.

For the first four months of 1981, new-car registrations totaled 2,912,334, down 4.26 percent from 3,041,945 last year.

Domestic new-car registrations through April were 2,084,270, down 5.28 percent from 2,200,407 in 1980.

Chrysler Corp. was the only major domestic auto maker to increase its market share in April compared with a year earlier, edging ahead 1.92 percentage points to 9.06 percent from 7.14 percent.

General Motors dropped 2.66 percentage points, to 42.24 percent from 44.90 percent. Ford Motor Co.'s share declined 1.14 percentage points, to 16.72 percent from 17.86 percent. American Motors slipped 0.18 percentage points, to 1.60 percent from 1.78 percent.

Imports pushed over the 30-percent mark, to 30.33 percent from 28.27 percent, and miscel- steady at 0.05 percent.

Excluding imports, April do-

Continued on Page 24, Col. 1

NEW-CAR MARKET SHARES IN U. S.

	APRIL					YEAR TO DATE				
	Regis., April, 1981	Percent Share of Market	Regis., April, 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80	Regis., 4 mos., 1981	Percent Share of Market	Regis., 4 mos., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Chevrolet	123,533	16.43	154,179	19.60	— 3.17	520,791	17.88	617,079	20.28	— 2.40
Ford	90,927	12.09	103,290	13.13	— 1.04	351,404	12.07	384,652	12.64	— 0.57
Oldsmobile	72,631	9.66	70,737	8.99	+ 0.67	272,989	9.37	264,142	8.68	+ 0.69
Buick	61,045	8.12	58,759	7.47	+ 0.65	240,402	8.26	226,713	7.45	+ 0.81
Pontiac	42,556	5.66	52,472	6.67	— 1.01	178,842	6.14	207,507	6.82	— 0.68
Plymouth	31,040	4.13	20,083	2.55	+ 1.58	119,883	4.12	79,717	2.62	+ 1.50
Mercury	29,169	3.88	30,747	3.91	— 0.03	114,706	3.94	121,834	4.01	— 0.07
Dodge	28,486	3.78	22,401	2.85	+ 0.93	109,435	3.76	85,580	2.81	+ 0.95
Cadillac	17,782	2.37	17,087	2.17	+ 0.20	67,843	2.33	77,405	2.54	— 0.21
AMC	12,064	1.60	14,021	1.78	— 0.18	48,265	1.66	55,567	1.83	— 0.17
Chrysler	8,626	1.15	13,665	1.74	— 0.59	38,018	1.30	51,147	1.68	— 0.38
Lincoln	5,623	0.75	6,447	0.82	— 0.07	20,783	0.71	27,922	0.92	— 0.21
GENERAL MOTORS	317,547	42.24	353,234	44.90	— 2.66	1,280,867	43.98	1,392,846	45.79	— 1.81
FORD MOTOR CO.	125,719	16.72	140,484	17.86	— 1.14	486,893	16.72	534,408	17.57	— 0.85
CHRYSLER CORP.	68,152	9.06	56,149	7.14	+ 1.92	267,336	9.18	216,444	7.11	+ 2.07
AMERICAN MOTORS	12,064	1.60	14,021	1.78	— 0.18	48,265	1.66	55,567	1.83	— 0.17
IMPORTS	228,024	30.33	222,394	28.27	+ 2.06	828,074	28.43	841,538	27.66	+ 0.77
MISCELLANEOUS	339	0.05	358	0.05	.....	909	0.03	1,142	0.04	— 0.01
TOTAL	751,845		786,640			2,912,344		3,041,945		

Automotive News analysis of new-car registrations based on R. L. Polk statistical report. Registrations not available for Oklahoma and District of Columbia.

TOP CARS

U. S. registrations for the first four months, 1981. Registrations not available for Oklahoma, delayed for District of Columbia.

1981 Position		1980 Position
1—520,791	Chevrolet	617,079— 1
2—351,404	Ford	384,652— 2
3—272,989	Olds	264,142— 3
4—240,402	Buick	226,713— 4
5—200,624	Toyota	197,823— 6
6—178,842	Pontiac	207,507— 5
7—148,415	Datsun	177,373— 7
8—127,913	Honda	113,347— 9
9—119,883	Plymouth	79,717—11
10—114,706	Mercury	121,834— 8
11—109,435	Dodge	85,580—10
12— 76,158	Volkswagen	79,686—12
13— 67,843	Cadillac	77,405—13
14— 62,689	Mazda	50,475—16
15— 48,265	AMC	55,567—14
16— 45,003	Subaru	37,589—17
17— 38,018	Chrysler	51,147—15
18— 21,336	Fiesta	25,566—19
19— 20,783	Lincoln	27,922—18
20— 18,690	Mercedes	17,172—22
21— 18,511	Volvo	.....
22— 16,905	Colt	23,042—21
.....	Champ	24,015—20
	Other	
91,830	Imports	95,450
909	Misc. Dom.	1,142
	Total All Makes	
2,912,344		3,041,945

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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Lowest for month, since 1975

New-car registrations dip in April to 751,845

Continued from Page 21

mestic registrations were divided this way: General Motors, 60.62 percent; Ford Motor Co., 24.00 percent; Chrysler Corp., 13.01 percent; American Motors, 2.30 percent, and miscellaneous, 0.07 percent.

A year earlier, domestic-only registrations were divided as follows: GM, 62.60 percent; Ford Motor Co., 24.90 percent; Chrysler Corp., 9.95 percent; AMC, 2.49 percent, and miscellaneous, 0.06 percent.

By size segments, subcompacts, luxury models and imports increased their shares of the month's total.

Imports took by far the biggest chunk of the total, 30.33 percent compared with 28.16 percent a year earlier. Subcompacts climbed to 13.96 percent from 13.04 percent. Luxury-class models were up to 4.48 percent from 4.20 percent.

U. S.-built compacts dropped to 20.97 percent from 22.27 percent, last year, intermediates were down to 20.96 percent from 21.30 percent and standards slipped to 9.30 percent from 11.03 percent.

Registrations by market class in April were: Subcompacts, 104,980; compacts, 157,684; intermediates, 157,584; standards, 69,925; luxury models, 33,648, and imports, 228,024.

The top 20 domestic nameplates in registrations in April were:

1—Chevrolet Chevette	31,141
2—Ford Escort	26,929
3—Chevrolet Citation	25,369
4—Chevrolet Malibu	23,238
5—Olds Cutlass Supreme	21,682
6—Olds Cutlass	18,864
7—Ford Fairmont	18,678
8—Buick Skylark	16,712
9—Buick Regal	16,581
10—Ford Mustang	16,307
11—Standard Chevrolet	15,799
12—Plymouth Reliant	15,183
13—Buick Century	13,664
14—Plymouth Horizon	13,378
15—Chevy Monte Carlo	13,284
16—Dodge Aries	12,449
17—Standard Cadillac	11,639
18—Oldsmobile 88	11,450
19—Chevrolet Camaro	10,604
20—Pontiac Grand Prix	10,258

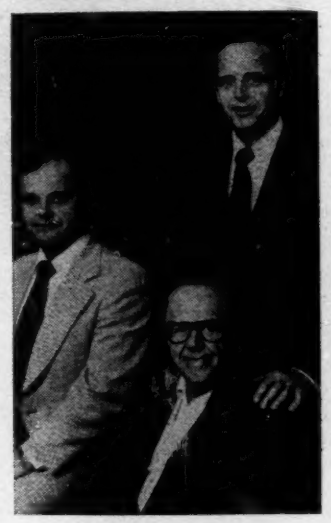
AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. statistical report
April '81 vs. April '80

	1981 Apr.	1981 Yr.	1980 Apr.	1980 Yr.
AMC Spirit	3,274	13,869	5,004	19,552
Concord	3,832	14,381	5,097	18,074
Concord Sta Wgn	1,209	5,196	1,235	5,285
Eagle 4 WD	526	2,627	864	4,728
Eagle Sta Wgn	1,397	5,561	1,562	6,639
Eagle SX4 4 WD	1,826	6,631		
Pacer			71	395
Pacer Sta Wgn			188	894
TOTAL AMC	12,064	48,265	14,021	55,567
Chrysler Le Baron	3,555	15,451	6,041	20,180
Le Baron Sta Wgn	731	3,043	894	2,985
Cordoba	2,497	11,285	4,167	16,162
Newport	523	2,767	1,056	4,669
New Yorker	793	3,598	1,507	7,151
Imperial	527	1,874		
Total	8,626	38,018	13,665	51,147
Horizon	13,378	51,161	11,032	47,096
Reliant	10,597	42,556		
Reliant Sta Wgn	4,586	16,248		
Volare	818	5,018	6,313	23,459
Volare Sta Wgn	154	1,075	1,213	5,564
Gran Fury	1,507	3,825	1,525	3,598
Total	31,040	119,883	20,083	79,717
Omni	10,191	37,733	9,191	38,516
Aries	8,759	33,476		
Aries Sta Wgn	3,690	12,991		
Aspen	739	4,121	4,445	17,409
Aspen Sta Wgn	157	1,005	960	4,091
Diplomat	2,302	9,340	2,894	9,296
Diplomat Sta Wgn	410	1,680	481	1,631
Mirada	1,378	6,290	2,869	9,509
St. Regis	860	2,799	1,561	5,128
Total	28,486	109,435	22,401	85,580
Total Chrysler Corp.	68,152	267,336	56,149	216,444
Escort	15,794	61,024		
Escort Sta Wgn	11,135	42,277		
EXP	2,299	2,300		
Pinto	986	7,453	10,147	39,307
Pinto Sta Wgn	248	2,273	2,850	11,409
Fairmont	13,382	55,323	22,045	83,596
Fairmont Sta Wgn	5,296	18,513	8,762	26,917
Granada	9,626	36,860	6,165	25,546
LTD II			346	1,897
LTD	4,885	17,492	10,246	34,245
LTD Crn Victoria	3,148	11,977	2,539	7,541
Ford Sta Wgn	1,554	6,101	2,796	10,006
Mustang	16,307	61,484	23,816	83,514
Thunderbird	6,267	28,327	13,578	60,674
Total	90,927	351,404	103,290	384,652
Lincoln Town Car	2,652	9,733	2,788	11,306
Cont Mark	2,971	11,050	3,088	14,400
Versailles			571	2,216
Total	5,623	20,783	6,447	27,922
Mercury Lynx	6,064	20,506		
Lynx Sta Wgn	3,257	12,132		
LN7	656	656		
Bobcat	207	1,770	2,399	9,134
Bobcat Sta Wgn	57	406	480	2,013
Zephyr	3,551	17,208	6,587	25,823
Zephyr Sta Wgn	1,154	4,674	1,999	6,302
'81 Cougar/Monarch	3,617	14,153	2,244	9,884
Marquis	616	2,424	1,229	4,771
Marquis Brougham	906	3,753	1,066	4,435
Grand Marquis	1,620	7,022	1,960	7,115
Marquis Sta Wgn	557	2,392	899	3,054
XR7	2,293	10,522	5,340	26,123
Capri	4,594	17,088	6,504	23,180
Total	29,169	114,706	30,747	121,834
Linc Merc Div. Total	34,792	135,489	37,194	149,756

	1981 Apr.	1981 Yr.	1980 Apr.	1980 Yr.
Total Ford Motor Co.	125,719	486,893	140,484	534,408
Buick Skyhawk			735	3,431
Skylark	16,712	70,633	14,716	55,015
Century	12,131	39,774	10,824	37,726
Regal	16,581	71,049	15,671	59,688
Century Sta Wgn	1,533	5,094	1,407	5,489
Le Sabre	1,732	6,657	2,566	8,943
Le Sabre Limited	3,648	13,584	4,194	18,881
Electra 225	4,103	16,625	4,531	20,073
Buick Sta Wgn	920	3,375	849	3,875
Riviera	3,685	13,611	3,266	13,592
Total	61,045	240,402	58,759	226,713
Buick Div. Total	61,045	240,402	58,759	226,713
Cadillac de Ville	8,461	30,323	7,600	36,199
Cimarron				
Fleetwood & Chassis	3,178	12,412	2,154	10,487
Eldorado	4,237	16,387	4,155	16,704
Seville	1,906	8,721	3,178	14,015
Total	17,782	67,843	17,087	77,405
Chevrolet Chevette	31,141	149,105	35,972	138,457
Camaro	10,604	34,757	10,790	41,903
Monza	1,100	14,341	12,493	46,813
Cavalier				
Cavalier Sta Wgn				
Citation	25,369	115,255	33,796	127,087
Malibu	17,520	56,044	18,330	64,950
Malibu Sta Wgn	5,718	18,496	5,516	21,346
Monte Carlo	13,284	59,198	13,656	55,288
Impala	5,113	18,994	6,914	34,279
Caprice	7,096	29,694	8,948	50,475
Chevrolet Sta Wgn	3,590	14,180	4,577	24,630
Corvette	2,998	10,727	3,167	11,851
Total	123,533	520,791	154,179	617,079
Oldsmobile Starfire			696	3,797
Omega	9,442	36,918	7,591	26,411
Cutlass Salon	15,869	54,277	15,890	55,456
Cut. Supr/Calais	21,682	91,396	22,213	81,892
Cutlass Sta Wgn	2,995	10,089	2,908	10,235
Delta 88	1,002	3,875	1,766	6,856
Delta 88 Royale	10,448	35,860	9,597	37,258
98	6,656	24,257	5,389	22,422
Oldsmobile Sta Wgn	1,504	5,356	1,693	7,263
Toronado	3,033	10,961	2,994	12,552
Total	72,631	272,989	70,737	264,142
Pontiac T1000	2,336	2,379		
Sunbird	2,837	25,124	11,368	40,014
J2000				
J2000 Sta Wgn				
Phoenix	7,532	33,314	8,267	30,896
LeMans	5,156	17,992	4,568	19,045
LeMans Sta Wgn	2,181	6,928	2,030	8,778
Catalina	573	2,504	1,051	5,084
Bonneville	3,093	12,765	3,933	16,254
Bonne. Brougham	2,423	9,949	2,722	12,714
Pontiac Sta Wgn	716	2,731	981	4,929
Grand Prix	10,256	44,615	9,265	38,270
Firebird	5,451	20,541	8,287	31,521
Total	42,556	178,842	52,472	207,587
TOTAL GM CORP.	317,547	1,280,867	353,234	1,392,846
(Checker)	307	775	324	1,012
Misc. Domestic	339	909	358	1,142
Domestic Station Wagon Total	54,749	201,816	44,326	173,676
Domestic Grand Total	523,821	2,084,270	564,246	2,200,407
Import Total	228,024	828,074	222,394	841,538
Grand Total All Registrations	751,845	2,912,344	786,640	3,041,945

Registrations for Gladstone not available. Registrations for District of Columbia temporarily delayed.



Kole achieves 50

Louis Kole Sr., center, and his sons Edward, left and Louis Jr. celebrate the 50th anniversary of Kole Pontiac GMC Trucks, Oak Lawn, Ill., this year. The senior Kole handles real estate and leasing operations; Louis Jr. is president of the dealership, and Edward is vice president and general manager.

Gilmore's son buys father's Michigan deal

KALAMAZOO. — James Gilmore III has purchased controlling interest in the Jim Gilmore Cadillac-Pontiac-Datsun dealership here from his father, James Gilmore Jr.

The elder Gilmore, who has owned the company since 1961, has acquired Anthony Abraham Chevrolet in Miami.

Jack Mazzie, executive vice president of Gilmore Enterprises, said the Kalamazoo dealership will remain a division of Gilmore Enterprises.

He said, "Since General Motors policy does not permit multiple-dealer ownership by a single individual, the new arrangement will continue the family's long-held commitments to Kalamazoo."

James Gilmore III will take an active role in directing operations at the Kalamazoo dealership. He said Hilbert Hutt, executive vice president and general manager, will continue in that capacity.

Earlier this year, James Gilmore III was named vice president and assistant to the president of Gilmore Enterprises. He joined the firm in 1978.

Jentick honored

Harold J. Jentick, left, owner of Jentick Chevrolet-Oldsmobile, Inc., Brillion, Wis., receives Chevrolet's 25-year dealer award plaque from Donald O. Novaria, Milwaukee zone manager.

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Month's market share also climbs to 1981 peak

Import registrations at year's high

By Jenny L. King
Staff Writer

April registrations of new imported cars surpassed the year-ago total and achieved their greatest market penetration to date this year.

April, 1981, import registrations totaled 228,024, up 2.53 percent over 222,394 a year earlier, according to figures compiled by R. L. Polk & Co. Imported cars accounted for 30.33 percent of all registrations for the month, up from 28.27 percent in April, 1980.

Imports had 26.59 percent of the March total, 29.64 percent in February and 27.37 percent in January.

Year-to-date new-car registrations totaled 2,912,344 of which 828,074 — 28.43 percent — were imports. In 1980, the four-month total in registrations was 3,041,945, with 841,538 — 27.66 percent — imports.

The April import registration breakdown showed Toyota making the largest single gain, up 2.19 percentage points from a year ago, and its chief competitor, Datsun, with the largest drop, down 2.94 percentage points.

Toyota registrations accounted for 24.86 percent of the import total, up from 22.67 percent in the 1980 month. Datsun slipped to 19.03 percent from 21.97 percent a year earlier. Honda was up to 14.70 percent from 13.63 percent; Volkswagen dropped to 8.93 percent from 10.59 percent, and Mazda was up to 6.92 percent from 5.52 percent.

Sixth-place Subaru was up 1.32 percentage points to 5.40 percent from 4.08 percent last year. Volvo grabbed seventh place with 2.60 percent; a year ago it was not among the top 10 imports. Fiesta ranked eighth with 2.36 percent, down from 2.85 percent, followed by newcomers Mercedes-Benz at 2.33 percent and Audi at 1.66 percent.

The top 10 imports accounted for 88.79 percent of the April import registrations total, compared with 88.38 percent in 1980. In the first four months, the top 10 took 88.91 percent compared with 88.66 percent last year.

• Japanese nameplates accounted for 75.20 percent of the April import market, up from 73.55 percent a year earlier. German-built cars slipped to 17.10 percent from 18.90 percent. Sweden's share increased to 3.21 percent from 2.47 percent. France was up to 1.83 percent from 1.51 percent, while Italy slipped to 1.67 percent from 2.56 percent and Britain had 0.99 percent, down from 1.01 percent. There was one Irish car registered in April, 1981; presumably the first DeLorean.

Registrations of imported cars in April by country of origin, with year-earlier figures in parentheses, were: Japan, 171,464 (163,588); West Germany, 38,990 (42,028); Sweden, 7,323 (5,504); France, 4,171 (3,352); Italy, 3,820 (5,688); Britain, 2,255 (2,234), and Ireland, 1 (0).

Registrations by country of origin for the first four months of 1981, with year-earlier figures in parentheses, were: Japan, 628,954 (631,786); West Germany, 143,369 (151,797); Sweden, 23,126 (20,972); France, 14,746 (11,959); Italy, 11,765 (17,603); Britain, 6,113 (7,421), and Ireland, 1 (0).

Registrations of imported trucks in April were down 4.65 percent to 45,046 from 47,241 a year earlier.

Registrations of imported trucks in April, with year-earlier figures in parentheses, were: Toyota, 10,847 (11,677); Datsun, 10,461 (9,076); Chevrolet LUV, 7,906 (8,132); Ford Courier, 6,055 (6,911), and others, 9,777 (11,445).

The truck import total for the first four months of 1981 was 157,621, down 14.54 percent from 184,439 the preceding year.

Registrations of imported trucks in the first four months, with year-earlier figures in parentheses, were: Toyota, 37,933 (47,567); Datsun, 35,283 (36,867); Chevrolet LUV, 25,048 (32,184); Ford Courier, 23,119 (27,440), and others, 36,238 (40,381).

Employes seek to take over plant being closed by GM

CLARK, N. J. — Employes of the General Motors bearing plant located here are moving to keep the facility open by purchasing it under a federal employe ownership program. It was slated for closing this month.

The plant is still open and operating until an agreement can be struck. Alan Lowenstein, attorney for the Hyatt-Clark Job Preservation Committee, the group of salaried and union workers who initiated the project, said he was "cautiously optimistic" that the employe takeover would become a reality.

"The chances are better than 50 percent," he said.

GM scheduled the 2,400-employe plant for closing several months ago because of the declining need for the plant's major product, tapered bearings, in the new GM lineup of front-wheel-drive cars.

GM decided to produce the needed spindle bearings at its plant in Sandusky, O.

Employes at the plant here formed the committee and hired Lowenstein, who has handled other such acquisitions under the federal Employe Stock Option Plan, and the Massachusetts consulting firm of Arthur D. Little, Inc., to work out a feasibility study of the project.

• Lowenstein said the study came back showing that the plant could be operated at a profit if the employes took it over.

The company, tentatively named Hyatt Industries, would be leaning to the Big Three auto makers as well as farm machinery firms, as major customers for its products. Lowenstein said products would be predominantly tapered bearings, but plans call for more product development work to be started if the acquisition comes to fruition.

Major stumbling block for the committee is acquiring the needed financing. It needs $55 million to complete the project, and Lowenstein noted that all the applications have been submitted to various sources and none has been rejected. He anticipates this crucial question will be answered within the next 30 days.

Negotiations with GM are proceeding relatively smoothly, he said with the basics agreed upon such as the purchase of the real estate and machinery in the plant, with other details being ironed out.

• One key to the sale, according to Lowenstein, is a three-year agreement by GM to purchase tapered bearings. Lowenstein said that this is being fine-tuned, but the basic principle has been agreed upon between the two parties.

A spokesman for GM did confirm that negotiations between the two parties are underway, but said "no decisions have been reached." The spokesman added that the auto maker is "also exploring other alternatives" to this proposition.

IMPORT REGISTRATION SHARES IN U. S.

	APRIL					FOUR MONTHS				
	Regis., April, 1981	Percent Share of Market	Regis., April, 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80	Regis., 4 mos., 1981	Percent Share of Market	Regis., 4 mos., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Toyota	56,685	24.86	50,418	22.67	+ 2.19	200,624	24.23	197,823	23.51	+ 0.72
Datsun	43,403	19.03	48,863	21.97	— 2.94	148,415	17.92	177,373	21.08	— 3.16
Honda	33,515	14.70	30,316	13.63	+ 1.07	127,913	15.45	113,347	13.47	+ 1.98
VW	20,355	8.93	23,547	10.59	— 1.66	76,158	9.20	79,686	9.47	— 0.27
Mazda	15,790	6.92	12,277	5.52	+ 1.40	62,689	7.57	50,475	6.00	+ 1.57
Subaru	12,320	5.40	9,069	4.08	+ 1.32	45,003	5.43	37,589	4.47	+ 0.96
Volvo	5,916	2.60	.....	.....	.....	21,336	2.58	25,566	3.04	— 0.46
Fiesta	5,375	2.36	6,335	2.85	— 0.49	18,690	2.26	17,172	2.04	+ 0.22
Mercedes	5,321	2.33	.....	.....	.....	18,511	2.23	.....	.....	.....
Audi	3,796	1.66	.....	.....	.....	16,905	2.04	23,042	2.74	— 0.70
Champ	.....	.....	5,648	2.54	.....	.....	.....	24,015	2.85	.....
Fiat	.....	.....	5,155	2.32	.....	91,830	11.09	95,450	11.34	— 0.25
Colt	.....	.....	4,924	2.21	.....					
Others	25,548	11.21	25,840	11.62	— 0.41					
TOTAL	228,024	100.00	222,394	100.00	.....	828,074	100.00	841,538	100.00	.....
Share of U.S. Total		30.33		28.27	+ 2.06		28.43		27.66	+ 0.77

Registrations for Oklahoma not available. Registrations for District of Columbia temporarily delayed.

Should there be federal specs and testing?

Government and the bus business

Continued from Page 46

a 6/30,000 warranty on its body after the cracks in the undercarriage. Flxible's target date for undercarriage reinforcements is next month (August), depending on results of an engine cradle test.

In general, the only substantive testing of the advanced design buses is done by the makers. UMTA did no testing and did not require any of the companies. Four of the five transit authorities reached by GAO also did no testing beyond the required post delivery tests, limited to finding obvious defects.

Used car sales
Auction Averages

July to date	$4,267
Month ago	$4,280
Year ago	$3,156

But because of the cracking problem with Flxibles, most transit officials reached by GAO think the Flxible buses should have had more testing, both by the company and with the government having a greater role.

GAO says UMTA could require every bus model being offered for purchase with UMTA funding to undergo performance tests, with the results available to the transit industry. The tests could be designed and supervised by UMTA and the transit industry.

Using the test results would depend on whether the UMTA specs are retained, made optional or rescinded. If the specs are retained, then bus models that fail — depending on the seriousness of the failures—could be designated as ineligible for buying with federal funds or UMTA could require that the maker's bid price be penalized by a price offset to reflect the failure. A maker could correct deficiencies and be retested.

• If the federal specifications were optional or were eliminated, then all UMTA could do would be to disseminate the test results so transit officials could have relative performance data to use in choosing their buses.

Another alternative for exploration given by GAO would be to have UMTA sponsor and fund a quality control inspection procedure for the transit industry rather than to fund such efforts by each individual authority as it now does.

This way, the quality control of a maker's production process could be uniformly monitored against standards set jointly by UMTA and the transit industry.

Model breakdown
Auction Averages

	JULY TO DATE	JUNE	MAY
1981	$7,473	$7,126	$7,326
1980	5,983	5,856	5,697
1979	4,797	4,857	4,843
1978	3,799	3,669	3,845
1977	3,079	2,972	3,086
1976	2,290	2,288	2,284
1975	1,647	1,699	1,708
1974	1,350	1,379	1,457
Overall Average	$4,267	$4,286	$4,326

Peek-a-boo EXP

Hammond Mfg. Corp., Lansing, is producing rear window louvers for Ford EXP models. Louvers are all-aluminum with stainless steel hardware and hinges for ease in cleaning.

N. Carolina dealers elect Poole president

RALEIGH, N. C.—John T. Poole, owner of Poole Buick Co., Kinston, has been elected president of the North Carolina Automobile Dealers Assn.

P. David Brown, Gate City Motor Co., Greensboro, is vice-president; Richard K. Helmold, Helmold Ford, Raleigh, is secretary, and S. L. Shackleford, Dickinson Buick, Fayetteville, is treasurer.

factories list auction dates

American Motors

July 22—Sand Mountain Auto Auction, Boaz, Ala.; City Auto Auction, Kansas City, Mo.*

July 22—Dallas Auto Auction, Grand Prairie, Tex.; Southern Auto Auction, Warehouse Point, Conn.

July 23—Fredericksburg Auto Auction, Fredericksburg, Va.; Todd Auto Auction, Telford, Pa.

July 24—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.

July 28—Ohio Auto Auction, Grove City. O.

July 29—Dallas Auto Auction, Grand Prairie, Tex.; Southern Auto Sales, Warehouse, Pt., Conn.

July 31—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

July 22 — Minneapolis Northstar Auto Auction, 7701 State Hwy. 101, Shakopee, Minn.

July 29—Columbus Fair Auto Auction, 4700 Groveport Rd., Obetz, O.; Dallas Auto Auction, 4226 E. Main, Dallas.

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Makers schedule 105,057 cars for week

Ford's closing trims car production

By Patricia Hoffman
Staff Writer

U. S. auto production last week, although down from the previous week's output, remained above the comparable 1980 week. The year-to-date output continued to top that of last year despite the vacation closings at all Ford Motor assembly points.

The domestic auto makers scheduled 105,057 units last week, down 9.04 percent from 115,502 completed in the previous week, but up 12.26 percent from 93,582 built in the comparable week last year.

So far this year, the makers have finished 3,887,727 units, up 4.74 percent from 3,711,638 completed through July 19, 1980.

Breakdown for the week by company is: General Motors, 76.88 percent; Chrysler Corp., 16.37 percent; Volkswagen of America, 3.58 percent; American Motors, 3.14 percent and Checker Motors, 0.03 percent.

Ford, down for vacation since July 6, remained idle last week. Most Ford plants are scheduled to resume operations today (July 20).

Checker Motors, down since June 19 for inventory adjustments, resumed operations last Monday (July 13).

GM's Flint facility (Century, Regal, LeSabre and Electra) closed last week for changeover to '82 models. The point will remain idle until Aug. 3.

Chrysler's Belvidere assembly point scheduled Saturday overtime last week (July 18). The plant will continue on daily overtime schedules, working two nine-hour shifts this week.

Smith says Japan must end 'one-way street' in trade

TOKYO — General Motors Chairman Roger B. Smith said the future of the world auto industry depends on open world trade and he called upon Japan to "help keep the trade lanes open.

"The one-way street has to be done away with," Smith told the American Chamber of Commerce in Japan. "Trade must be free to move in both directions."

Smith was in Japan to participate in activities marking the 10th anniversary of the affiliation of GM and Isuzu Motors. GM has had a 34-percent equity interest in Isuzu since 1971.

Smith called it a decade of progress and mutual benefit for the two companies.

In his speech, Smith said Japan was wise to voluntarily restrict exports of passenger-cars "because the auto traffic on the one-way street was growing too fast for the U. S. Congress to accept."

"But there is even more that Japan could be doing to silence the forces of protectionism," he said.

He suggested further removal of non-tariff barriers, changes in calculation of commodity taxes and revisions of vehicle certification processes and said that "opening plants in other countries might dull the controversy this on-way-street policy is creating around the world for Japan.

"Between our two countries, otherwise so closely linked, a new kind of constructive, anti-protectionist dialog is needed to resolve these and all similar problems," Smith declared.

The U. S. auto industry does not look for a big increase in business in Japan through removal of barriers, he said, "but we do look for cooperation in promoting the fundamentally important cause of open trade."

Smith emphasized that GM and other U. S. auto makers are moving aggressively to meet their competition on an international basis.

He said GM is determined to retain its world leadership, and with more new products soon to be introduced, he declared that "GM has no fears about domestic or foreign competition.

"We have always said the way to beat our competition is not with paper and pen in Washington, but with products in the marketplace," he declared.

"This explains why we have consistently opposed any legislation in the U. S. Congress that would create trade barriers that could lead to a full-scale trade war."

AMC recalling 11,000 cars

SOUTHFIELD, Mich.—American Motors is recalling 11,000 1981 Concord, Spirit and Eagle cars equipped with six-cylinder engines and cruise command for service to the cruise command system.

The company said the vehicle's throttle can be prevented from closing completely because of interference with the cruise command's actuation chain.

There have been no reports of accidents, AMC said.

Truck production drops for week but exceeds 1980

U. S. truck production dropped considerably last week from the previous week's total; however, output stayed above the year-ago figure.

The domestic truck makers scheduled 18,110 units last week, down 20 percent from the prior week's total of 22,637 units, but up 21.93 percent from 14,853 trucks completed in the same week last year.

So far this year, the manufacturers have assembled 991,702 trucks, up 11.62 percent from 888,499 built in the comparable 1980 period.

All of Ford Motor's truck assembly points, down since July 6 for vacation, are scheduled to resume operations today (July 20).

International Harvester's assembly plants, down for vacation since July 2, will remain idle this week. The facilities are slated to resume production July 27.

Car output up 5 pct. in Canada; 13,224 assembled

Canadian auto production rose last week from the previous week's output, and the total also was above the comparable 1980 week's figure.

Last week, the auto makers scheduled 13,224 units, up 5.57 percent from 12,526 built the previous week, and up 3.99 percent from 12,716 completed in the comparable 1980 week.

So far this year, the auto makers have assembled 501,115 units, up slightly from 497,859 cars built in the comparable period last year.

The Canadian truck makers slated 6,935 units last week, down 21.10 percent from 8,790 trucks built in the previous week, but up 25.95 percent from 5,506 in the comparable week last year.

Year-to-date, the truck manufacturers have completed 316,104 units, up 6.25 percent from 297,502 in the comparable period last year.

Ford Motor's Oakville and St. Thomas car-assembly points, both down since July 6 for vacation, will resume operations July 27.

Ford's Oakville truck facility, also down since July 6, is scheduled to resume production today (July 20).

Chrysler's Windsor car plant has scheduled downtime beginning July 24 for changeover to '82 models. The facility is slated to resume production Aug. 10.

General Motors' Oshawa car point will be idle beginning today (July 20) for '82-model changeover. Production is scheduled to resume Aug. 31.

U. S. CAR PRODUCTION

	Week Ended July 18, 1981	Week Ended July 19, 1980	Week Ended July 11, 1981	July to Date	Jan. 1 to July 19, 1980	Jan. 1 to July 18, 1981
AMERICAN MOTORS	3,300*	.....	3,200*	8,420*	93,913*	65,554*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	17,200	6,100	17,220	44,622	352,793	478,932
Plymouth Total	9,600	3,400	9,347	24,412	160,593	249,324
Horizon	3,800	3,400	3,438	9,237	91,460	93,734
Reliant	5,800	.....	5,909	15,175	.....	146,003
Volare	.....	.....	.....	.....	51,740	.....
Caravelle	.....	.....	.....	.....	4,083	2,139
Gran Fury	.....	.....	.....	.....	13,310	7,448
Chrysler Total	.....	.....	.....	.....	47,820	22,098
LeBaron	.....	.....	.....	.....	36,304	17,236
Chrysler	.....	.....	.....	.....	11,516	4,862
Dodge Total	7,600	2,700	7,873	20,210	144,380	207,510
Omni	3,800	2,700	4,223	9,951	79,171	77,185
Aspen	.....	.....	.....	.....	36,899	.....
Aries	3,800	.....	3,650	10,259	.....	113,999
Diplomat	.....	.....	.....	.....	17,585	12,644
St. Regis	.....	.....	.....	.....	10,725	3,682
FORD MOTOR	.....	3,624	.....	18,830	710,779	780,432
Ford Division	.....	3,202	.....	13,195	526,487	532,228
Escort	.....	.....	.....	4,377	.....	199,262
Pinto	.....	3,202	.....	.....	68,358	.....
Fairmont	.....	.....	.....	2,796	143,497	114,502
Must./Must. II	.....	.....	.....	3,318	139,900	93,133
Granada	.....	.....	.....	1,655	49,412	46,260
Thunderbird	.....	.....	.....	1,049	74,793	38,185
Ford	.....	.....	.....	.....	50,527	40,886
L-M Division	.....	422	.....	5,635	184,292	248,204
Mercury Total	.....	422	.....	5,635	166,038	211,907
Bobcat	.....	422	.....	.....	12,348	.....
Lynx	.....	.....	.....	1,709	.....	69,526
Capri	.....	.....	.....	1,044	40,144	32,819
Zephyr	.....	.....	.....	885	45,863	35,298
Cougar/Monarch	.....	.....	.....	849	16,409	23,866
XR-7	.....	.....	.....	518	23,752	16,740
Mercury	.....	.....	.....	630	27,522	33,658
Lincoln Total	.....	.....	.....	.....	18,254	36,297
Lincoln	.....	.....	.....	.....	7,036	17,699
Mark VI	.....	.....	.....	.....	9,357	19,598
Versailles	.....	.....	.....	.....	1,861	.....
GENERAL MOTORS	80,762	79,483	91,432	226,861	2,435,122	2,458,467
Buick Division	12,099	15,819	16,516	38,792	481,498	527,743
Skylark	6,338	4,233	6,247	15,866	130,885	150,435
Century	.....	3,435	961	1,727	106,625	86,881
Regal	2,264	4,031	4,549	10,081	126,927	159,532
Buick	2,175	3,415	3,473	7,706	90,000	96,063
Riviera	1,322	705	1,286	3,410	27,061	34,332
Cadillac Division	7,137	4,140	7,290	18,810	121,077	166,780
Cimarron	1,000	.....	968	2,562	.....	7,248
Seville	488	695	478	1,262	20,585	15,737
Eldorado	1,605	1,325	1,565	4,139	31,902	39,477
Cadillac	4,044	2,120	4,279	10,847	68,590	104,318
Chevrolet Division	32,893	34,893	36,544	90,864	1,021,221	903,483
Chevette	7,952	9,735	8,926	21,449	261,399	195,879
Cavalier	5,169	.....	3,848	11,101	.....	36,420
Monza ('80)	.....	3,400	.....	.....	97,530	.....
Camaro	3,023	2,540	3,082	8,626	75,582	87,058
Citation	6,605	9,956	8,409	19,509	271,876	215,515
Malibu	2,290	5,134	3,254	7,834	158,431	156,240
Monte Carlo	2,090	898	3,232	7,427	58,984	87,373
Chevrolet	4,800	2,400	4,839	12,545	72,475	107,311
Corvette	964	800	954	2,373	24,944	17,687
Oldsmobile Division	15,164	15,895	17,530	43,327	474,688	550,710
Omega	3,702	2,356	3,480	9,200	69,247	89,857
Cutlass	4,800	10,949	7,411	16,704	242,134	270,427
Oldsmobile	5,597	1,590	5,603	14,684	139,076	161,404
Toronado	1,065	1,000	1,036	2,739	24,231	29,022
Pontiac Division	13,469	8,736	13,552	35,068	336,638	309,751
Acadian†	385	215	449	1,065	13,730	13,514
J2000	3,031	.....	2,424	6,939	.....	29,751
Sunbird ('80)	.....	3,018	.....	.....	85,577	.....
T1000	2,038	.....	2,211	5,506	.....	43,856
Firebird	1,788	1,540	1,892	5,149	49,348	43,487
Phoenix	2,005	2,768	2,317	5,631	79,573	68,536
Grand Prix	2,310	.....	2,335	5,790	35,440	62,656
LeMans	1,550	.....	1,568	3,948	34,611	38,939
Pontiac	362	1,195	356	938	38,359	9,012
VOLKSWAGEN	3,760	4,375	3,615	9,167	117,461	103,054
CHECKER	35*	.....	35*	70*	1,570	1,288*
Total Cars, U. S.	105,057	93,582	115,502	307,970	3,711,638	3,887,727

TRUCK PRODUCTION IN U. S.†

	Week Ended July 18, 1981	Week Ended July 19, 1980	Week Ended July 11, 1981	July to Date	Jan. 1 to July 19, 1980	Jan. 1 to July 18, 1981
CHEVROLET	8,476	7,161	11,041	26,213	276,271	325,493
DODGE/PLYMOUTH	2,100	.....	2,184	5,634	84,580	56,375
FORD	.....	.....	.....	6,127	293,535	347,407
GMC	2,604	3,552	4,476	9,507	94,443	109,779
INTERNATIONAL	.....	2,180	.....	811	29,129	38,522
MACK	.....	460	.....	.....	14,432	.....
JEEP	2,500*	.....	2,500*	6,500*	51,105	50,971*
AMC CORP.	90*	225*	90*	234*	5,279*	2,435*
VOLKSWAGEN	1,400*	850*	1,400*	3,640*	23,135*	35,400*
MISCELLANEOUS	940	625	946	2,340	16,590	25,320
Total Trucks, U. S.	18,110	14,853	22,637	63,006	888,499	991,702

CANADIAN TRUCK PRODUCTION

	Week Ended July 18, 1981	Week Ended July 19, 1980	Week Ended July 11, 1981	July to Date	Jan. 1 to July 19, 1980	Jan. 1 to July 18, 1981
CHRYSLER CORP.	1,801	.....	2,029	4,816	22,198	46,705
FORD MOTOR	504	2,784	636	2,726	106,565	90,811
GENERAL MOTORS	4,630	2,682	6,125	13,987	147,228	172,182
AMERICAN MOTORS	.....	.....	.....	.....	11,644	.....
INTERNATIONAL	.....	.....	.....	112	8,484	6,406
MACK	.....	40	.....	.....	1,383	.....
Total Trucks, Canada	6,935	5,506	8,790	21,641	297,502	316,104
N. American Trucks	25,045	20,359	31,427	84,647	1,186,001	1,307,806

†—Size includes window van production. *—Estimated.
Jeep includes commercial vehicles only. All General includes government-destined vehicles.
All General will no longer be figured in with North American trucks.

CANADIAN CAR PRODUCTION

	Week Ended July 18, 1981	Week Ended July 19, 1980	Week Ended July 11, 1981	July to Date	Jan. 1 to July 19, 1980	Jan. 1 to July 18, 1981
AMERICAN MOTORS	720	.....	671	1,810	.....	18,647
CHRYSLER CORP.	2,800	.....	2,008	5,984	38,578	26,947
FORD MOTOR	624	1,104	504	4,707	145,491	129,075
GENERAL MOTORS	8,855	11,387	9,118	24,222	307,885	320,414
VOLVO	225	225	225	558	5,905	6,032
Total Cars, Canada	13,224	12,716	12,526	37,281	497,859	501,115
N. American Cars	118,281	106,298	128,028	345,251	4,209,497	4,388,842
N. American Trucks	25,045	20,359	31,427	84,647	1,186,001	1,307,806
North American Cars and Trucks	143,326	126,657	159,455	429,898	5,395,498	5,696,648

†—All Acadians and Omnivans are built for sale in Canada. *—Estimated.